

SHERIFF'S DEPARTMENT
REQUISITION

DATE: October 19, 2006

BUDGET AUTH: COST CENTER 2330 KEY 7761

DIVISION **Special Operations Division**

REQUESTED BY Adam Valdez

DATE NEEDED ASAP

DIVISION CONTACT Sgt. J. Baker

PHONE 391-7631

Complete description of items ordered will expedite order. State brand name, attach specifications and/or sample. List each item separately. Indicate item 1, 2, 3, etc.

[illegible]

DELIVERY DATE REQUESTED	ASAP	DELIVER TO	Adam Valdez	LOCATION	1350 Norris Rd. Bakersfield, CA 93308
JUSTIFICATION/PURPOSE	New replacement FLIR systems for Sheriff's Department helicopters.				
RECOMMENDED VENDORS	FLIR Systems, Indigo operations 70 Castillian Drive, Goleta, Ca 93117 805-964-9797 Fax 805-685-2711				
OTHER INSTRUCTIONS	Request for Proposal (RFP) completed and approved by Purchasing Division.				

DIVISION COMMANDER'S APPROVAL _____ DATE _____

ASSISTANT SHERIFF APPROVAL (IF REQUIRED) _____ DATE _____

Send 2 copies to Financial Services. Requisition number will be assigned. Copy #2 will be returned for your follow-up file. Inquires should refer to Department requisition number assigned.

**County of Kern
Purchasing Division**

CRITERIA FOR SOLE SOURCE/BRAND VENDOR CHECKLIST

Requestor: Adam Valdez

Department/Division: Sheriff / Special Operations Division

Requisition Number: _____

- 1. Please indicate the following:
Procurement:**

☒ **Goods**
☐ **Services**

☒ **Sole Source: Item is available from one source only. Item is a one-of-a kind and is not sold through distributors. Manufacturer is exclusive distributor.**

☐ **Sole Brand: Various sources can supply the specified model and brand and competitive bids will be solicited for the requested brand only. Meets form, fit and function – nothing else will do.**

- 2. Vendor Selection:**

☐ **Preferred Vendor**
☒ **Sole Source**

Vendor Name: FLIR Systems, Inc.

Address: 25 Esquire Road N. Billerica MA 01862-2598

Phone: 714-990-9492 Cell: 714-420-6940 Fax: 714-990-9480

Contact Person: Brian Spillane Regional Sales Manager

Federal Employer number: Unknown

- 3. Provide a brief description of the goods/services to be purchased and why this purchase is being proposed under a sole source agreement.**

FLIR Systems, Inc. - Ultra 8500XR-T Airborne Thermal Imager

- a- Why was product and/or vendor chosen? Air Support Unit Flight crewmembers performed a two week airborne evaluation of each system between the FLIR Systems, Inc. 8500 and the L3 Communications (formally WESCAM) 12DS/TS-200 Thermal Imaging Systems. The FLIR 8500 system was unanimously chosen to replace our existing FLIR Thermal Imagers.**

- b- What are the unique performance features of the product/brand requested that are not available in any other product/brand? For Services: what unique qualifications, rights, and licenses does this vendor possess? The FLIR 8500 hand controller configuration allows one hand operation and adjustments by the tactical flight officer compared to L3's hand controller layout requiring two hands for operation and adjustments. Hand controller layout and manipulation of switches and buttons has ergonomic advantages over L3's hand controller, thus less tactical flight office fatigue. Externally mount FLIR 8500 Imager sphere is lighter (29 pounds) and smaller in diameter (9 inches) in comparison to L3's 49 pound 12 inch sphere. Aircraft are equipped with AeroComputers moving map system, interfacing the moving map and the FLIR 8500 Thermal Imager lines of communication allows the moving map to follow the Imagers line of sight hands free, thus constant geographic location update during orbits with ground target. FLIR 8500 Thermal Imager is equipped with an "Auto-Tracking system", keeping ground targets in the operator's field of view during hands free operation. The FLIR 8500 Thermal Imager system is equipped with 10:1 continuous zoom or 3 preset zoom levels allowing the operator to either quickly move to a set location smoothly zooming in the target or out as desired. Both the Thermal Imaging and color cameras installed in the 8500 contain auto focusing type lens.**
- c- Why are these specific features/qualifications required? With two hand controllers on board, one for FLIR and the other for Night Sun search light operation, the tactical flight office utilizes one hand controller per hand simultaneously. Each equipments hand controller must allow full operation of that piece of equipment single-handed. Due to the FLIR 8500 lighter weight and smaller diameter externally mounted Thermal Imager sphere, aircraft useful load is increased and less parasite drag acting on the aircraft's external surface directly reducing the aircraft's ability to fly at a faster speed for the same given engine power setting and fuel consumption. Weight is an aircraft's worst enemy, law enforcement aircraft empty weights are very prominent due to onboard carried equipment whether mounted internally or externally. With the installation of the FLIR 8500 Thermal Imaging system, the aircraft's empty weight will be reduced approximately 35 pounds in comparison to our currently installed FLIR 2000 A/B system. The auto-tracking system allows the tactical flight officer to keep ground targets in the operator's field of view while focusing the attention to radio frequencies changes, writing notes or helping the pilot in command of the aircraft in inclement weather changes, other aircraft in the vicinity or any type of possible ground treats jeopardizing aircraft safety. With the ability to select either continuous or step zoom, these selections allows the tactical flight office to quickly zoom in on the ground target for defining detail or continuously zoom in to keep ground target in full view of motion. The Thermal Imagers installed auto-focusing camera lens allow the tactical flight office to simply locate**

ground targets and quickly establish a clear view in the monitor and providing a focused video signal to recording device regardless if using step or continuous zoom.

- d- **What other products/services have been examined and rejected?**
The L3 12DS/TS-200 system.
- e- **Why are other sources providing like goods or services unacceptable (full meaningful explanation)?** The L3 12DS/TS-200 system is approximately 20 pounds heavier than the FLIR 8500 and has a larger sphere diameter. The L3 hand controller requires two hands to properly operate it and was very fatiguing, promoted user discomfort and directed additional tactical flight officer attention during use in extended periods of time. Hand controller had to be continuously repositioned to allow usage of two separate push button type switches for the zoom function. The L3 Thermal Imager is likewise equipped with an auto-tracking system, but Imager continuously drifted off ground target due to gyros inability to stabilize the Imager, thus tactical flight officers work load increased due to constant gyro trim adjustments to minimize Imager drift in flight. The L3 Thermal Imager only allow step zoom and not continuous zoom, hence ground target view is not constant
- f- **What are the unique performance features REQUIRED (not merely preferred), and how would your requirement be inhibited without this particular item or service?** The FLIR 8500 has a 360 degree rotational capability in both the azimuth and elevation axis, Imager automatically slews to the stow position when Imager is turned off to protect camera lens from foreign object damage that can occur while not in use or during landing, especially off site landings in mountainous terrain. The FLIR 8500 is equipped with a Laser Pointer giving flight crewmembers the ability to keep ground targets illuminated while utilizing Night Vision Goggles absent the use of the Night Sun search light. Tactical flight officers can likewise illuminate ground targets with the Laser Pointer making them visible to Deputy's on the ground utilizing Night Vision Goggles as well during covert missions.
- g- **Estimated Costs:** \$596,524.50

4. **Is there an unusual or compelling urgency associated with this project?**
☐ No
☒ Yes (Please describe) This purchase will be part of the over all lease purchase of new FLIR equipment, monitors, recording devises and FLIR

mounts to replace existing out dated FLIR equipment in service. FLIR Systems, Inc. is the sole manufacturer and provider of the Ultra 8500XR-T Thermal Image. The Kern County Sheriff's Department purchased its first new FLIR 200 A/B Thermal Imaging system on September 24,1990 under a lease purchase agreement. The Department then purchased its second FLIR 200A/B system (reconditioned) March 23, 1995.

I hereby certify that:

1. I am an approved department representative, and am aware of the County's requirements for competitive bidding, as well as the criteria for justification for sole source/brand purchasing.
2. I have gathered the required technical information and have made a concentrated effort to review comparable and/or equal equipment.
3. The information contained herein is complete and accurate.
4. There is justification for sole source/sole brand purchasing noted above as it meets the County's criteria.
5. A sole source/brand purchase in this case would withstand a possible audit or a vendor's protest.

Requestors Signature

December 1, 2005
Date

Authorized Signature by Department Management

Date

Fill out this form for any single item over \$5,000. If the item cost is over \$20,000 Department will go to the Board of Supervisors. For requisitions with multiple items or services over \$10,000 and under \$50,000 annually, Purchasing will evaluate and approve or deny request. Use this form for Personal/Professional Services (PPSA) between \$10,000 and \$20,000 when a sole source is necessary.